



American Printing House

for the Blind

One Hundred Sixteenth
Annual Report

for the year ending June 30, 1984

Officers, Trustees, Committees

Officers 1983 - 1984

Joseph B. Woodlief
Chairman of the Board

John W. Barr, III
Treasurer

Carson Y. Nolan, Ph.D.
President and Secretary

Corporate Trustees

John W. Barr, III

Watson B. Dabney

George N. Gill

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Marion S. Webb, Jr.

James S. Welch

Joseph B. Woodlief

Fiscal 1984 Production Highlights

■ 36,981,678 pages press brailled

■ 340,533 vacuum-form pages produced

■ 6,180,452 regular-run large type pages printed

■ 3,977,534 short-run large type pages printed

■ 3,192,314 flexible discs produced

■ 421,852 records pressed

■ 1,003,324 cassettes duplicated

Ex Officio Trustees

The executive head of each institution for the education of the blind (or designee) and the chief state school officer of each state department of education (or designee) of the United States and its possessions.

Advisory Committees

1983 - 1984

(Listing includes year each member's term expires)

Publications Committee

Mr. Paul Lewis, Chairman (1984)

Ms. Donna McKinley (1984)

Mrs. Janie Fox Jones (1985)

Mr. Louis Tutt (1985)

Dr. Hugh Pace (1986)

Ms. Alice Post (1986)

Mr. Bill Davis (1987)

Educational Research and Development Committee

Mrs. Jane Brodie, Chairperson (1984)

Dr. Robert Long (1984)

Dr. Roy Brothers (1985)

Dr. Leon Reid (1985)

Dr. Richard DeMott (1986)

Mrs. Mary Powers (1986)

Ms. Lynne Albright (1987)

Prospectus and Production Highlights

The purpose of the American Printing House for the Blind is to provide visually handicapped people with educational and recreational literature in braille, large type, and recorded form and to manufacture the teaching aids, special tools, and special supplies necessary for their education.

APH is the oldest national, private nonprofit agency for the blind and near-blind in the United States and the world's largest publishing house for the blind. Incorporated in 1858 as a private, nonprofit organization, its policies are guided by a Corporate Board of Trustees.

Since 1879, APH has had the responsibility to administer the federal funds provided under the Act to Promote the Education of the Blind. This means that we are the official source of school materials for students of less than college level in the United States. We are assisted in administering this responsibility by our Ex Officio Trustees, who are heads of residential facilities for the education of the blind, representatives of state departments of education and other educational agencies for the blind. These trustees participate on our advisory committees and at our annual meetings, which provide a forum for

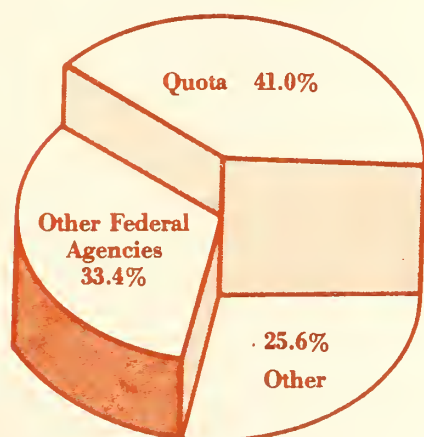
the exchange of ideas and information between our staff, our Ex Officio Trustees, and other educators.

The work that we do on a contract basis for other organizations comprises a great part of our output. This production includes such items as braille and recorded books for the National Library Service for the Blind and Physically Handicapped, braille menus for restaurants, cassette tapes for religious groups, adapted informational materials for commercial industries, and tactile signs.

Through our fund-raising efforts, we are able to produce braille and recorded editions of the *Reader's Digest* each month and recorded copies of *Newsweek Magazine*, most of which are distributed to adult blind persons and regional libraries at no cost. The graph below gives a general percentage breakdown of our products and sources of income.

For further information, contact the American Printing House for the Blind at the phone number or address noted on the back cover.

Revenue Dollar



Types of Products Sold

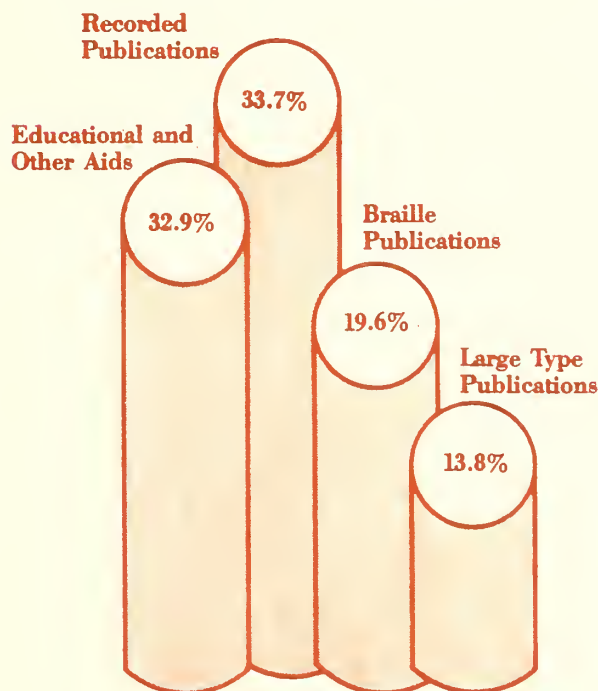


Table of Contents

| | |
|---|-------------|
| Secretary's Report | 4,5,6 |
| Executive Report | 7,8 |
| Report of the Publications Committee | 9,10 |
| Report of the Educational Research and Development Committee | 11 |
| Organizations for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under the Act to Promote the Education of the Blind | 12,13,14,15 |
| Distribution of Federal Quota Registration by School Grade and Reading Media | 16,17 |
| Introduction to Financial Reports | 19 |
| Balance Sheet — General Fund | 20,21 |
| Balance Sheet — Special Funds | 22,23 |
| General Fund Income Statement | 24 |
| General Fund Statement of Changes in Fund Balance | 25 |
| Special Funds Statement of Revenue, Expenditures, Transfers and Fund Balances | 26,27 |
| Statement of Changes in Financial Position | 28,29 |
| Schedule of Changes in Working Capital | 30 |
| Notes to Financial Statements | 31,32,33 |
| Accountant's Statement | 34 |
| General Fund Sales Distribution Statement | 35 |
| Disbursements U.S. Government Account | 36 |

Editor's Note: "READER'S DIGEST" is a registered trademark of The Reader's Digest Association, Inc. / Pleasantville, N.Y. 10570

Secretary's Report

The 116th Annual Meeting of the Board of Trustees of the American Printing House for the Blind convened at 12:00 noon, October 23, 1984, at the Seelbach Hotel in Louisville, Kentucky, with the following Ex Officio Trustees in attendance:

Mr. Ralph E. Bartley,
Superintendent, Kansas
State School for the
Visually Handicapped,
Kansas City, Kansas

Miss Agnes M. Bauer,
Director, Academic Af-
fairs, Elwyn Institutes,
Elwyn, Pennsylvania

Mr. Arthur Bennett,
Consultant, Indiana
Department of Education,
Indianapolis, Indiana

Mr. R. C. Benton,
Superintendent,
Mississippi School for the
Blind, Jackson,
Mississippi

Dr. Charlene M. Bishop,
Director, Louisiana Learn-
ing Resources System,
Louisiana State Depart-
ment of Education, Baton
Rouge, Louisiana

Mr. Daniel W. Boyd,
Program Administrator,
South Dakota State
Library, Pierre, South
Dakota

Mr. Robert Brasher,
State Coordinator of
Educational Services for
the Visually Impaired,
Arkansas Department of
Education, Little Rock,
Arkansas

Mrs. Jane E. Brodie,
Program Coordinator,
Blind/Visually Impaired
Program, Alaska
Resources for the
Moderately/Severely Im-
paired, Alaska State
Department of Education,
Anchorage, Alaska

Dr. Roy J. Brothers,
Superintendent,
Washington State School
for the Blind, Vancouver,
Washington

Mr. R. M. Casey,
Superintendent, Parkview
School, Muskogee,
Oklahoma

Mr. Bill Davis,
Media Specialist, New
Mexico School for the
Visually Handicapped,
Alamogordo, New Mexico

Mr. Robert T. Dawson,
President, Florida School
for the Deaf and the
Blind, St. Augustine,
Florida

Dr. Richard DeMott,
Superintendent, Iowa
Braille & Sight Saving
School, Vinton, Iowa

Mrs. Jacqueline Dickerson,
Program Coordinator,
Tyler Vision Program,
District of Columbia
Public Schools,
Washington, DC

Mr. Will Evans,
Superintendent, Kentucky
School for the Blind,
Louisville, Kentucky

Mrs. Julia French,
Director, Division of
Physically Handicapped;
Bureau of Education for
Exceptional Children,
Kentucky Department of
Education, Frankfort,
Kentucky

Mr. Paul Glatz,
Superintendent, Michigan
Rehabilitation Center for
the Blind, Kalamazoo,
Michigan

Mrs. Isabella Holmes,
Coordinator, Physical
Handicaps, Special Education,
Georgia State
Department of Education,
Atlanta, Georgia

Mr. Raymond Hunter,
Administrative Assistant,
Tennessee School for the
Blind, Nashville,
Tennessee

Mr. Durward A. Hutchinson,
Superintendent, Indiana
School for the Blind,
Indianapolis, Indiana

Dr. Richard E. Hyer, Jr.,
Superintendent, Georgia
Academy for the Blind,
Macon, Georgia

Mrs. Janie Fox Jones,
Chief Consultant, Division
of Special Education, Texas
Education Agency, Austin,
Texas

Mrs. Bess D. Kaplan,
Materials Coordinator, The
Foundation for Blind
Children, Scottsdale,
Arizona

Mr. Vahram Kashmanian,
Director of Educational
Services, New Jersey Com-
mission for the Blind,
Newark, New Jersey

Mr. Neil Kliever,
Principal, Oregon State
School for the Blind,
Salem, Oregon

Mr. Harold J. Lewis,
Consultant, Visually Im-
paired, Department of
Educational and Cultural
Services, Augusta, Maine

- Mr. Paul J. Lewis,
Supervisor, Florida Instructional Materials Center for the Visually Handicapped, Florida State Department of Education, Tampa, Florida
- Mr. G. Edwin Lint,
Special Education Advisor, Pennsylvania Department of Education, Harrisburg, Pennsylvania
- Mrs. Carol McCarroll,
Education Specialist, Tennessee State Department of Education, Nashville, Tennessee
- Ms. Donna McKinley,
State Consultant, Nebraska Department of Education, Lincoln, Nebraska
- Mr. J. Wayne Noble,
Coordinator, Utah School for the Blind, Ogden, Utah
- Miss Evelyn Noriega Rivera,
Special Education Teacher, Rehabilitation Center for the Blind of Puerto Rico, Santurce, Puerto Rico
- Dr. Robert D. Oberlander,
Director of Educational Services, Braille Institute, Los Angeles, California
- Mr. Andrew Papineau,
State Consultant, Department of Public Instruction, Madison, Wisconsin
- Mrs. Anna C. Perry,
Director of Education, Royer-Greaves School for the Blind, Paoli, Pennsylvania
- Mr. Anthony J. Pizzolato,
Assistant Superintendent, Louisiana School for the Visually Impaired, Baton Rouge, Louisiana
- Ms. Alice M. Post,
Manager, Services for the Visually Impaired, Illinois State Board of Education, Springfield, Illinois
- Mr. Jerry L. Regler,
Superintendent, Nebraska School for the Visually Handicapped, Nebraska City, Nebraska
- Dr. L. Leon Reid,
Director, The Greater Pittsburgh Guild for the Blind, Bridgeville, Pennsylvania
- Mr. Daniel J. Ryan,
Associate, Instructional Materials for the Handicapped, New York State Education Department, Albany, New York
- Mr. Frank Sconiers,
Education Specialist for the Visually Impaired and Deaf/Blind Program for Exceptional Children and Youth, Alabama Department of Education, Montgomery, Alabama
- Mr. Fred L. Sinclair,
Director, Clearinghouse Depository for Handicapped Students, California State Department of Education, Sacramento, California
- Miss Marilyn Sorensen,
Consultant, Division of Special and Compensatory Education, Minnesota State Department of Education, St. Paul, Minnesota
- Mr. Noel E. Stephens,
Director, Department for the Visually Handicapped, Arizona State School for the Deaf and the Blind, Tucson, Arizona
- Mr. Louis G. Strickland,
Center Director, Addie McBryde Rehabilitation Center for the Blind, Jackson, Mississippi
- Ms. Julia Holton Todd,
Coordinator, Ohio Resource Center for Low Incidence and Severely Handicapped, Columbus, Ohio
- Mr. Louis M. Tutt,
Superintendent, Missouri School for the Blind, St. Louis, Missouri
- Dr. Richard G. Umsted,
Superintendent, Illinois School for the Visually Impaired, Jacksonville, Illinois
- Mrs. Jeanne M. Vlachos,
Superintendent, California School for the Blind, Fremont, California
- Mr. Jerry Watkins,
Superintendent, New Mexico School for the Visually Handicapped, Alamogordo, New Mexico
- Mr. Beauford C. Watson,
Director, Department of Education, Division of Blind Services Rehabilitation Center, Daytona Beach, Florida
- Dr. Richard L. Welsh,
Superintendent, The Maryland School for the Blind, Baltimore, Maryland
- Dr. Robert J. Winn,
President, The Hadley School for the Blind, Winnetka, Illinois
- Mr. Charles C. Woodcock,
Director, Perkins School for the Blind, Watertown, Massachusetts
- Mrs. J. Lynne Young,
Director, Educational Services, Division for the Visually Impaired, Wilmington, Delaware
- Guests present from the American Printing House for the Blind were:**
- Mrs. Patricia Campbell,
Director, Magazine Circulation and Program Support
- Mr. Robert L. Haynes,
Data Processing Manager
- Mrs. Kathy Holmes,
Secretary to the President
- Mr. David A. Manteuffel,
Controller

Mr. Ralph E. McCracken,
Editor

Ms. June E. Morris,
Director, Department of
Educational Research

The following reports were
presented: Dr. Carson Y. Nolan
gave the Executive Report; the
Publications Committee Report
was presented by Chairman,
Mr. Paul Lewis; the Educa-
tional Research and Develop-
ment Committee Report was
given by Chairperson, Mrs.
Jane Brodie. Upon motion, du-
ly seconded and passed, each
report was approved and

ordered published in the an-
nual report.

Dr. Richard E. Hyer, Jr.,
Chairman of the Nominating
Committee, composed of Ms.
Julia Todd and Mr. Wayne
Noble, placed in nomination
the names of the following
Ex Officio Trustees who
were duly seconded and
elected: Dr. Robert Long
(term extended for one year),
Educational Research and
Development Committee,
elected as Chairman, Dr.
Lars Guldager elected for a
term of three years; and

Publications Committee, Ms.
Donna McKinley (term extend-
ed for one year), elected as
Chairperson, Mrs. Lynne Young
elected for a term of three
years.

There being no further
business, the meeting was ad-
journed at 2:15 p.m.

Respectfully submitted,

Carson Y. Nolan, Ph.D.
Secretary

Executive Report

This is the 116th Annual Meeting of the Board of Ex Officio Trustees of the American Printing House for the Blind. Each year, we are pleased to meet with our friends and consumers here in Louisville, and this year is no exception.

Our funding for the Act to Promote the Education of the Blind for the 1985 Fiscal Year is \$5,510,000. Of this sum, \$5,020,000 is allocated to educational materials, \$350,000 is allocated to research and development, and the \$140,000 helps to cover our administrative costs.

Our registration, as of the first Monday in January 1984, was 44,313 students. This is an 8% increase; 3,168 more students than in FY 1984. Consequently, the per capita amount for FY 1985 is \$113.28. This is about the same as last year. A breakdown of this large group of students according to reading medium reveals that 7,105 read braille, 13,961 read large type, 1,283 read both, and 21,964 read neither. Students attending public schools number 29,209 and 9,156 attend residential schools. The figure for rehabilitation or postgraduate programs is 5,948.

This spring, once again an attempt was made to amend our legislation. This effort concentrated on elimination of eligibility for students enrolled in rehabilitation programs and elimination of the permanent \$10,000 appropriation stemming from

the trust fund set up in 1879. We were able, with the help of our Ex Officio Trustees and other friends, in and out of Congress, to successfully withstand these efforts to amend the Act to Promote the Education of the Blind.

During the 1984 Fiscal Year, the Printing House continued to struggle with economic problems. The last four years of essentially flat funding under the Act have put a serious financial strain on our ability to provide our trustees and their students with a variety of materials of increasing quantity and quality. An increase in sales of almost 7% in FY 1984 was very helpful. For the first time, sales exceeded the twelve million dollar level. We continued, and are continuing, widespread efforts to reduce or contain our operating costs. This spring and summer, we made a comprehensive review of our financial and manufacturing operations to identify hardware and software necessary to bring these to increased levels of efficiency. We have initiated activities to obtain funds to implement our findings.

Progress was made during the year in several manufacturing areas. In Braille Stereograph, we put into operation the raised map and diagram-embossing equipment we have designed. Its use should result in greatly improved maps and diagrams in braille books. We acquired, and put into operation, two new printers for

short run large type. Use of these greatly reduces the time required for delivery of short run orders and also reduces the necessity to inventory many short run large type books.

For the first time, our cassette production exceeded one million units. Sales of the cassette dictionary have been strong. In our educational aids area, we were finally able to become current in delivering orders for the Sensory Stimulation Kit. A number of new aids were introduced during the year. We have initiated a review of current aids to determine where redesign would upgrade the quality of the aids and reduce manufacturing costs.

Improvement of our marketing activities has been a goal during the year. We started a program to produce and sell our inventory listings to trustees. This will enable them to coordinate their orders with our inventories. About 40 trustees are utilizing this service. We are beginning to supply parts lists with our products, making replacement of missing parts less difficult. A phone consulting service has been initiated. We plan to contact each trustee twice annually to ascertain his needs or identify problems experienced with our services. It is hoped this will improve our ability to meet the needs of our customers.

It is not common knowledge that the costs of all of our buildings and all our manufacturing equipment are funded by donations from the public. During FY 1984, we continued to enjoy the support of many persons throughout the nation. Ef-

forts to cut our fund-raising costs and increase the efficiency of these operations continued.

Our research and development efforts continue to yield needed products. Since funding is scarce for research and development, we have paid a great deal of attention to reducing costs in this area. We greatly appreciate the

assistance we have received from our trustees in the projects we have undertaken during the year.

As always, this has been a busy year, and in many ways, it has been a difficult one. Overall, we have seen many improvements in our position. We would like to express our joint appreciation to our Executive Board, to our Ex Officio Trustees, to

the Printing House staff, and, most importantly, to our Printing House employees for their efforts in enabling us to reach our goals during the year.

Respectfully submitted,

Joseph B. Woodlief, *Chairman*

Carson Y. Nolan, *President*

Report of the Publications Committee

Members of the Publications Committee during 1983-1984 are:

- Bill Davis,
Media Specialist, New
Mexico School for the
Visually Handicapped
- Janie Fox Jones,
Chief Consultant, Division
of Special Education, Texas
Education Agency
- ☆ Paul Lewis,
Supervisor, Florida Instruc-
tional Materials Center for
the Visually Handicapped,
Florida State Department
of Education
- Donna McKinley,
State Consultant, Nebraska
Department of Education
- Hugh Pace,
Superintendent, Arkansas
School for the Blind
- Alice Post,
Manager, Services for the
Visually Impaired, Illinois
State Board of Education
- Louis Tutt,
Superintendent, Missouri
School for the Blind

☆ *Chairman*

The Committee met twice during the year: May 11, 1984, in Louisville with all members present and October 20, 1984, with all members present, except Dr. Pace.

Major business transacted by the Committee included the following:

Mr. Ralph McCracken, APH Editor, reported that the "M" process for single copy large type production, which was introduced during the fall of 1983, has shown considerable success. APH has been able to provide a two-week turnaround on orders for this process. In addition, the process has had benefits for APH by enabling a reduction in inventory.

Twenty-seven agencies have given APH permission to use the "M" process at their discretion.

Mr. McCracken also reported that some changes would be made in the catalogs, including a combined regular-run and short-run large type catalog and an improved index for the *Instructional Aids Catalog*.

Mr. Carl Lappin, Textbook Consultant for APH, presented the new textbooks to the Committee in May which were unanimously adopted for publication in braille and large type by August 1985. The approved list of publications is as follows:

High Interest, Low Vocabulary Recreational Reading

Action Library 2 (Series); Scholastic Book Services, 1972. Vocabulary 2.0-4.0, Interest 7-12.

Sprint Library 1 (Series); Scholastic Book Services, 1974. Vocabulary 2.0-2.4, Interest 3-6.

Computer Manuals

Apple II DOS User's Manual; Apple Computer, 1983.

Apple IIe Owner's Manual; Apple Computer, 1983.

Echo II Speech Synthesizer: Installation and Operation Instructions. Kory; Street Electronics, 1982.

Health and Hygiene

Good Health for Better Living Program, The (Series), Fodor, et al.; Laidlaw Brothers, 1983. Grades 1-8.

Basic Readers

Holt Basic Reading Series, Weiss, et al.; Holt, Rinehart and Winston, 1983. Grades Preprimer-6.

Spanish

Spanish for Mastery (1 and 2), Valette; D. C. Heath, 1983. Grades 7-12.

Literature

America Reads (Series), 7th Edition; Scott Foresman, 1985. Grades 6-12.

Spelling

Basic Goals in Spelling, 7th Edition, Kottmeyer and Claus; McGraw-Hill, 1984. Grades 1-8.

Recreational Reading

Judy Blume's Story, Lee; Scholastic Book Services, 1981. Grades 7-12.

Mathematics

Spectrum Mathematics Series, 2nd Edition, Richard and Diggs-Wickes; Laidlaw Brothers, 1984. Grades 1-8.

Materials submitted to the Committee from the field were not adopted.

The co-op adoption process started last year was continued this year with a new emphasis. Textbooks submitted to the trustees for consideration under this process were in the areas of information processing, biological science, and secondary mathematics. These were selected in response to the recent national emphasis on math and science.

The Committee also considered a new collegiate dictionary, however, funding for this enormous project is presently not available. APH will research this further.

The *Braille Unit Recognition Test Materials* developed by the Research Department was approved for publication. The *Read-Again* braille program for adventitiously blind adolescents and adults was reviewed and referred to the Publications Committee's spring meeting for approval.

Acting upon the advice of the Research Department, the Committee decided to delete all standardized tests produced through the vacuum-form process from volunteer-produced masters. No tests of this nature will be accepted for this process in the future.

The Committee also urged APH to investigate publishing the Brigance diagnostic test series. Attempts to get permission from the publisher have not

been successful.

In conclusion, the Committee has encouraged me to extend our appreciation to Dr. Nolan and the staff of the American Printing House for the fine cooperation we have experienced during the past year.

Respectfully submitted

Paul Lewis, *Chairman*

Report of the Educational Research and Development Committee

The Educational Research and Development Committee for 1983-1984 consists of the following members:

- Lynne Albright,
Director, New Hampshire
Educational Services for
the Visually Handicapped
- ☆Jane Brodie,
Program Coordinator,
Blind/Visually Impaired
Program, Alaska Resources
for the Moderately/Severely
Impaired
- Roy Brothers,
Superintendent,
Washington State School
for the Blind
- Richard DeMott,
Superintendent, Iowa
Braille and Sight Saving
School
- Robert Long,
Chief of Children's
Services, Connecticut State
Board of Education and
Services for the Blind
- Mary Powers,
Consultant for the Visually
Handicapped, Office of
Programs for the Handi-
capped, South Carolina
Department of Education
- Leon Reid,
Director, The Greater
Pittsburgh Guild for the
Blind

☆ *Chairperson*

The Committee met on May 9 and 10, 1984, and October 21, 1984, to consider the activities of the Department of Educational Research of the American Printing House for the Blind.

During these meetings, the Committee met with the APH staff to review the progress and the projected work of the department's activities. These included projects in the areas of early childhood and multihandicapped, prevocational skills, low vision, braille, mathematics, tactile graphics, educational measures, microcomputer applications, and other research in academic achievement, braillewriter development, and the Beetz Notation Graph survey. The Committee discussed suggestions with the APH staff to assist department planning. Priority areas the Committee identified in May were actively pursued by the department and excellent progress was reported and displayed to the Committee during the October meeting. We commend Dr. Nolan and the department's staff for their serious consideration of our priorities and the work accomplished

in those areas.

During the two meetings, the Committee approved production of:

- **FOCUS in Mathematics:
Deaf/Blind Program**
- **FOCUS in Mathematics:
Multihandicapped Program**
- **Developing Vision through
Light**
- **Textalker Speech Generator
(Echo II)**

In addition, approval was given to the Department of Educational Research's *Report of Research and Development Activities for Fiscal 1984*.

The Committee commends the department's work done this year. We wish to thank Dr. Nolan, June Morris, Director of the Department of Educational Research, and the department staff for the increased opportunities to interact with them about the work and planning of the Department of Educational Research.

Respectfully submitted,

Jane Brodie, *Chairperson*

Organizations for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under the Act to Promote the Education of the Blind

Fiscal Year, 1984

| Name of Institution | Pupils as of January 3, 1983 | FY '84 Quota Allocation | Name of Institution | Pupils as of January 3, 1983 | FY '84 Quota Allocation |
|--|---------------------------------|-------------------------------|--|---------------------------------|-------------------------------|
| Alabama Institute for the Deaf and Blind Talladega, Alabama | 407 | \$ 46,194.92 | Florida Association for Workers for the Blind | | |
| Alabama State Department of Education Montgomery, Alabama | 327 | 37,114.84 | Miami, Florida | 152 | 17,252.16 |
| Alaska State Department of Education Anchorage, Alaska | 73 | 8,285.57 | Florida School for the Deaf and Blind St. Augustine, Florida | 134 | 15,209.14 |
| Arizona Department of Education Scottsdale, Arizona | 278 | 31,553.29 | Florida State Department of Education Tampa, Florida | 1387 | 157,425.94 |
| Arizona State School for the Deaf and the Blind | | | Junior Florida College at Jacksonville Jacksonville, Florida..... | 13 | 1,475.52 |
| Tucson, Arizona | 125 | 14,187.63 | Tampa Lighthouse for the Blind Tampa, Florida | 73 | 8,285.58 |
| Arkansas Enterprises for the Blind Little Rock, Arkansas | 76 | 8,626.08 | Atlanta Area Services for the Blind Atlanta, Georgia | 77 | \$ 8,739.58 |
| Arkansas School for the Blind Little Rock, Arkansas | 125 | 14,187.62 | Georgia Academy for the Blind Macon, Georgia | 132 | 14,982.14 |
| Arkansas State Department of Education c/o Arkansas School for the Blind Little Rock, Arkansas | 182 | 20,657.19 | Georgia State Department of Education Atlanta, Georgia | 600 | 68,100.62 |
| Conway Human Development Center Conway, Arkansas | 41 | 4,653.55 | Gracewood State School and Hospital Gracewood, Georgia | 9 | 1,021.51 |
| California School for the Blind Fremont, California | 90 | 10,215.09 | Roosevelt Warm Springs Institute for Habilitation | | |
| California State Department of Education Sacramento, California | 4103 | 465,694.74 | Warm Springs, Georgia..... | 14 | 1,589.01 |
| Orientation Center for the Blind Albany, California | 25 | 2,837.52 | Hawaii School for the Deaf and the Blind Honolulu, Hawaii | 16 | 1,816.02 |
| Colorado Department of Education Denver, Colorado | 369 | 41,881.88 | Hawaii State Department of Education Honolulu, Hawaii | 83 | 9,420.58 |
| Colorado School for the Deaf and the Blind | | | Adult Orientation and Adjustment Center of the Idaho Commission for the Blind Boise, Idaho | 45 | 5,107.55 |
| Colorado Springs, Colorado | 58 | 6,583.06 | Idaho State Department of Education c/o Idaho State School for the Deaf and the Blind | | |
| Services for the Visually Impaired Denver, Colorado | 62 | 7,037.07 | Gooding, Idaho | 134 | 15,209.14 |
| Connecticut State Board of Education and Services for the Blind Wethersfield, Connecticut | 427 | 48,464.94 | Idaho State School for the Deaf and the Blind | | |
| Mansfield Training School Mansfield Depot, Connecticut | 146 | 16,571.15 | Gooding, Idaho | 32 | 3,632.03 |
| Oak Hill School Hartford, Connecticut | 197 | 22,359.70 | Chicago Lighthouse for the Blind Chicago, Illinois | 138 | 15,663.14 |
| Delaware State Department of Education Dover, Delaware | 125 | 14,187.62 | Hadley School for the Blind Winnetka, Illinois | 911 | 103,399.44 |
| Division for the Visually Impaired Wilmington, Delaware | 63 | 7,150.57 | Hope School for Blind Multiple Handicapped Children | | |
| Conklin Center for Multihandicapped Blind | | | Springfield, Illinois | 52 | 5,902.05 |
| Daytona Beach, Florida | 138 | 15,663.14 | Illinois School for the Visually Impaired Jacksonville, Illinois | 92 | 10,442.10 |
| Division of Blind Services Rehabilitation Center | | | Illinois State Board of Education Springfield, Illinois | 1803 | 204,642.37 |
| Daytona Beach, Florida | 144 | 16,344.14 | Illinois Visually Handicapped Institute Chicago, Illinois | 37 | 4,199.53 |
| | | | Indiana School for the Blind Indianapolis, Indiana | 195 | 22,132.70 |

| Name of Institution | Pupils as of January 3, 1983 | FY '84 Quota Allocation | Name of Institution | Pupils as of January 3, 1983 | FY '84 Quota Allocation |
|--|---------------------------------|-------------------------------|--|---------------------------------|-------------------------------|
| Indiana State Department of Public Instruction <i>Indianapolis, Indiana</i> | 772 | 87,622.80 | Michigan Department of Education <i>Lansing, Michigan</i> | 1712 | 194,313.77 |
| Glenwood State Hospital School <i>Glenwood, Iowa</i> | 49 | 5,561.55 | Michigan Rehabilitation Center for the Blind <i>Kalamazoo, Michigan</i> | 42 | 4,767.04 |
| Iowa Braille and Sight Saving School <i>Vinton, Iowa</i> | 62 | 7,037.06 | Michigan School for the Blind <i>Lansing, Michigan</i> | 93 | 10,555.60 |
| Iowa Commission for the Blind <i>Des Moines, Iowa</i> | 17 | 1,929.52 | Minnesota Braille and Sight Saving School <i>Faribault, Minnesota</i> | 35 | 3,972.54 |
| Iowa Department of Public Instruction <i>Des Moines, Iowa</i> | 226 | 25,649.23 | Minneapolis Society for the Blind, Inc. <i>Minneapolis, Minnesota</i> | 16 | 1,816.01 |
| Woodward State Hospital <i>Woodward, Iowa</i> | 3 | 340.50 | Minnesota State Department of Education <i>St. Paul, Minnesota</i> | 623 | 70,711.15 |
| Kansas Rehabilitation Center for the Adult Blind <i>Topeka, Kansas</i> | 10 | 1,135.01 | Addie McBryde Rehabilitation Center for the Blind <i>Jackson, Mississippi</i> | 26 | 2,951.03 |
| Kansas State Department of Education <i>Topeka, Kansas</i> | 335 | 38,022.85 | Mississippi School for the Blind <i>Jackson, Mississippi</i> | 125 | 14,187.62 |
| Kansas State School for the Visually Handicapped <i>Kansas City, Kansas</i> | 44 | 4,994.05 | Mississippi State Department of Education <i>Jackson, Mississippi</i> | 248 | \$ 28,148.26 |
| Kentucky Department of Education <i>Frankfort, Kentucky</i> | 476 | \$ 54,026.49 | Department of Elementary and Secondary Education c/o Missouri School for the Blind <i>St. Louis, Missouri</i> | 609 | 69,122.13 |
| Kentucky Rehabilitation Center for the Blind <i>Louisville, Kentucky</i> | 11 | 1,248.51 | Division of Family Services, Bureau for the Blind <i>Jefferson City, Missouri</i> | 194 | 22,019.20 |
| Kentucky School for the Blind <i>Louisville, Kentucky</i> | 108 | 12,258.11 | Missouri School for the Blind <i>St. Louis, Missouri</i> | 132 | 14,982.14 |
| Louisiana School for the Visually Impaired <i>Baton Rouge, Louisiana</i> | 121 | 13,733.63 | Rehabilitation Institute <i>Kansas City, Missouri</i> | 2 | 227.00 |
| Louisiana State Department of Education <i>Baton Rouge, Louisiana</i> | 574 | 65,149.59 | Montana School for the Deaf and the Blind <i>Great Falls, Montana</i> | 18 | 2,043.01 |
| Mary Ziegler School-Forest Haven Institution <i>Laurel, Maryland</i> | 38 | 4,313.03 | Montana State Department of Public Instruction <i>Great Falls, Montana</i> | 139 | 15,776.65 |
| Maryland School for the Blind <i>Baltimore, Maryland</i> | 231 | 26,218.74 | Nebraska School for the Visually Handicapped <i>Nebraska City, Nebraska</i> | 30 | 3,405.03 |
| Maryland State Department of Education <i>Baltimore, Maryland</i> | 720 | 81,718.75 | Nebraska State Department of Education <i>Lincoln, Nebraska</i> | 195 | 22,132.70 |
| State of Maine <i>Augusta, Maine</i> | 169 | 19,181.68 | Nevada Department of Education <i>Carson City, Nevada</i> | 94 | 10,669.10 |
| Boston Center for Blind Children <i>Boston, Massachusetts</i> | 38 | 4,313.04 | New Hampshire Educational Services for the Visually Handicapped <i>Nashua, New Hampshire</i> | 185 | 20,997.69 |
| Massachusetts Association for the Blind <i>Brookline, Massachusetts</i> | 62 | 7,037.06 | New Jersey Commission for the Blind <i>Newark, New Jersey</i> | 1170 | 132,796.21 |
| Massachusetts Department of Education <i>West Boylston, Massachusetts</i> | 602 | 68,327.62 | New Mexico School for the Visually Handicapped <i>Alamogordo, New Mexico</i> | 93 | 10,555.60 |
| Perkins School for the Blind <i>Watertown, Massachusetts</i> | 168 | 19,068.17 | New Mexico State Department of Education c/o New Mexico School for the Visually Handicapped <i>Alamogordo, New Mexico</i> | 332 | 37,682.34 |
| The Carroll Center for the Blind <i>Newton, Massachusetts</i> | 18 | 2,043.02 | | | |
| Walter E. Fernald State School <i>Belmont, Massachusetts</i> | 45 | 5,107.55 | | | |
| Detroit Receiving Hospital and University Health Center <i>Detroit, Michigan</i> | 12 | 1,362.01 | | | |
| Greater Detroit Society for the Blind <i>Detroit, Michigan</i> | 30 | 3,405.03 | | | |

(continued on next page)

| Name of Institution | Pupils as of January 3, 1983 | FY '84 Quota Allocation | Name of Institution | Pupils as of January 3, 1983 | FY '84 Quota Allocation |
|---|---------------------------------|-------------------------------|--|---------------------------------|-------------------------------|
| Helen Keller National Center for Deaf- Blind Youths and Adults <i>Sands Point, New York</i> | 32 | 3,632.04 | Rhode Island Department of Education <i>Providence, Rhode Island</i> | 124 | 14,074.13 |
| Lavelle School for the Blind <i>Bronx, New York</i> | 82 | 9,307.08 | South Carolina Commission for the Blind Training Center <i>Columbia, South Carolina</i> | 24 | 2,724.03 |
| New York Institute for the Education of the Blind <i>Bronx, New York</i> | 142 | 16,117.14 | South Carolina Department of Education <i>Columbia, South Carolina</i> | 336 | 38,136.35 |
| New York State Education Department <i>Albany, New York</i> | 2121 | 240,735.69 | South Carolina Department of Mental Retardation <i>Columbia, South Carolina</i> | 271 | 30,758.78 |
| New York State School for the Blind <i>Batavia, New York</i> | 92 | 10,442.10 | South Carolina School for the Deaf and Blind <i>Spartanburg, South Carolina</i> | 114 | 12,939.12 |
| Department of Public Instruction <i>Raleigh, North Carolina</i> | 644 | 73,094.66 | South Dakota Rehabilitation Center for the Blind <i>Sioux Falls, South Dakota</i> | 6 | 681.01 |
| Division of Services for the Blind <i>Raleigh, North Carolina</i> | 163 | 18,500.67 | South Dakota School for the Visually Handicapped <i>Aberdeen, South Dakota</i> | 32 | 3,632.03 |
| Murdoch Center <i>Butner, North Carolina</i> | 153 | 17,365.66 | South Dakota State Library <i>Pierre, South Dakota</i> | 19 | 2,156.51 |
| The Governor Morehead School <i>Raleigh, North Carolina</i> | 168 | 19,068.17 | Clover Bottom Development Center <i>Donelson, Tennessee</i> | 12 | 1,362.02 |
| Department of Public Instruction <i>Bismarck, North Dakota</i> | 36 | 4,086.03 | State Department of Education <i>Nashville, Tennessee</i> | 768 | 87,168.79 |
| North Dakota State School for the Blind <i>Grand Forks, North Dakota</i> | 80 | \$ 9,080.09 | Tennessee School for the Blind <i>Nashville, Tennessee</i> | 125 | \$ 14,187.63 |
| Clovernook Home and School for the Blind <i>Cincinnati, Ohio</i> | 8 | 908.01 | Lighthouse of Houston <i>Houston, Texas</i> | 77 | 8,739.58 |
| Ohio State School for the Blind <i>Columbus, Ohio</i> | 89 | 10,101.59 | State Commission for the Blind c/o Criss Cole Rehabilitation Center <i>Austin, Texas</i> | 60 | 6,810.06 |
| Resource Center for the Visually Handicapped <i>Columbus, Ohio</i> | 1377 | 156,290.93 | Texas Education Agency <i>Austin, Texas</i> | 2105 | 238,919.67 |
| Vision Center of Central Ohio, Inc. <i>Columbus, Ohio</i> | 40 | 4,540.04 | Texas Lions Camp for Crippled Children <i>Kerrville, Texas</i> | 27 | 3,064.53 |
| Oklahoma State Department of Public Instruction <i>Oklahoma City, Oklahoma</i> | 892 | 101,242.92 | Texas School for the Blind <i>Austin, Texas</i> | 185 | 20,997.69 |
| Parkview School <i>Muskogee, Oklahoma</i> | 96 | 10,896.10 | Utah School for the Blind <i>Ogden, Utah</i> | 174 | 19,749.19 |
| Oregon Department of Education <i>Salem, Oregon</i> | 391 | 44,378.91 | Utah State Board of Education c/o Utah School for the Blind <i>Ogden, Utah</i> | 197 | 22,359.70 |
| Oregon State School for the Blind <i>Salem, Oregon</i> | 64 | 7,264.06 | Vermont State Department of Education <i>Barre, Vermont</i> | 55 | 6,242.56 |
| Elwyn Institute <i>Elwyn, Pennsylvania</i> | 58 | 6,583.06 | Virginia Department for the Visually Handicapped <i>Richmond, Virginia</i> | 126 | 14,301.13 |
| Overbrook School for the Blind <i>Philadelphia, Pennsylvania</i> | 101 | 11,463.60 | Virginia School at Hampton <i>Hampton, Virginia</i> | 63 | 7,150.57 |
| Pennsylvania Department of Education <i>Harrisburg, Pennsylvania</i> | 1352 | 153,453.39 | Virginia School for the Deaf and the Blind <i>Staunton, Virginia</i> | 36 | 4,086.03 |
| Royer-Greaves School for the Blind <i>Paoli, Pennsylvania</i> | 38 | 4,313.04 | Virginia State Department of Education c/o Virginia Department for the Visually Handicapped <i>Richmond, Virginia</i> | 688 | 78,088.71 |
| The Greater Pittsburgh Guild for the Blind <i>Bridgeville, Pennsylvania</i> | 34 | 3,859.04 | | | |
| Western Pennsylvania School for Blind Children <i>Pittsburgh, Pennsylvania</i> | 164 | 18,614.17 | | | |

| Name of Institution | Pupils as of January 3, 1983 | FY'84 Quota Allocation |
|--|---------------------------------|------------------------------|
| Washington State Department of Public Instruction | | |
| Tacoma, Washington | 569 | 64,582.09 |
| Washington State School for the Blind | | |
| Vancouver, Washington | 54 | 6,129.05 |
| Colin Anderson Center | | |
| St. Mary's, West Virginia | 40 | 4,540.03 |
| West Virginia School for the Deaf and the Blind | | |
| Romney, West Virginia | 80 | 9,080.09 |
| West Virginia State Department of Education c/o West Virginia Schools for the Deaf and the Blind | | |
| Romney, West Virginia | 228 | 25,878.24 |
| Wisconsin School for the Visually Handicapped | | |
| Janesville, Wisconsin | 118 | 13,393.12 |
| Wisconsin State Department of Public Instruction | | |
| Madison, Wisconsin | 551 | 62,539.07 |

| Name of Institution | Pupils as of January 3, 1983 | FY'84 Quota Allocation |
|--|---------------------------------|------------------------------|
| Wyoming State Department of Education | | |
| Cheyenne, Wyoming | 130 | 14,755.14 |
| Columbia Lighthouse for the Blind | | |
| Washington, DC. | 26 | 2,951.03 |
| District of Columbia Public Schools | | |
| Washington, DC | 119 | 13,506.62 |
| Instituto Loaiza Cordero Para Ninos Ciegos | | |
| Santurce, Puerto Rico | 91 | 10,328.60 |
| Puerto Rico Department of Education | | |
| Hato Rey, Puerto Rico | 227 | 25,764.73 |
| Rehabilitation Center for the Blind of Puerto Rico | | |
| Santurce, Puerto Rico | 88 | 9,988.09 |
| Guam Department of Education | | |
| Agana, Guam | 13 | 1,475.51 |
| American Samoa Department of Education | | |
| Pago Pago, American Samoa | 6 | 681.00 |
| Total | 41,145 | \$4,669,995.78 |

Distribution of Federal Quota
Registration
(as of January 2, 1984)

| <u>Grades:</u> | <u>Braille</u> | <u>Large Type</u> | <u>Both</u> | <u>Other</u> | <u>Totals</u> | <u>Grand Totals</u> |
|--------------------|----------------|-----------------------|-------------|--------------|---------------|-------------------------|
| Infant Programs: | | | | | | |
| Schools for Blind | 44 | 30 | 16 | 219 | 309 | |
| State Depts. Educ. | 201 | 171 | 44 | 1082 | 1498 | 1807 |
| Preschool: | | | | | | |
| Schools for Blind | 50 | 57 | 15 | 343 | 465 | |
| State Depts. Educ. | 278 | 344 | 56 | 1312 | 1990 | 2455 |
| Kindergarten: | | | | | | |
| Schools for Blind | 59 | 47 | 10 | 61 | 177 | |
| State Depts. Educ. | 108 | 433 | 34 | 463 | 1110 | 1287 |
| Grade I: | | | | | | |
| Schools for Blind | 46 | 56 | 10 | 21 | 133 | |
| State Depts. Educ. | 156 | 593 | 33 | 231 | 1013 | 1146 |
| Grade II: | | | | | | |
| Schools for Blind | 53 | 36 | 8 | 26 | 123 | |
| State Depts. Educ. | 136 | 552 | 39 | 213 | 940 | 1063 |
| Grade III: | | | | | | |
| Schools for Blind | 45 | 35 | 14 | 38 | 132 | |
| State Depts. Educ. | 179 | 597 | 29 | 222 | 1027 | 1159 |
| Grade IV: | | | | | | |
| Schools for Blind | 48 | 49 | 7 | 32 | 136 | |
| State Depts. Educ. | 139 | 593 | 28 | 182 | 942 | 1078 |
| Grade V: | | | | | | |
| Schools for Blind | 50 | 63 | 9 | 18 | 140 | |
| State Depts. Educ. | 138 | 653 | 42 | 187 | 1020 | 1160 |
| Grade VI: | | | | | | |
| Schools for Blind | 56 | 58 | 9 | 28 | 151 | |
| State Depts. Educ. | 129 | 641 | 29 | 162 | 961 | 1112 |
| Grade VII: | | | | | | |
| Schools for Blind | 54 | 63 | 8 | 42 | 167 | |
| State Depts. Educ. | 136 | 632 | 44 | 221 | 1033 | 1200 |
| Grade VIII: | | | | | | |
| Schools for Blind | 83 | 83 | 12 | 58 | 236 | |
| State Depts. Educ. | 160 | 618 | 36 | 191 | 1005 | 1241 |

| <u>Grades:</u> | <u>Braille</u> | <u>Large Type</u> | <u>Both</u> | <u>Other</u> | <u>Totals</u> | <u>Grand Totals</u> |
|-----------------------|----------------|-----------------------|-------------|--------------|---------------|-------------------------|
| Grade IX: | | | | | | |
| Schools for Blind | 91 | 72 | 12 | 59 | 234 | |
| State Depts. Educ. | 157 | 638 | 34 | 191 | 1020 | 1254 |
| Grade X: | | | | | | |
| Schools for Blind | 117 | 98 | 16 | 72 | 303 | |
| State Depts. Educ. | 150 | 587 | 34 | 180 | 951 | 1254 |
| Grade XI: | | | | | | |
| Schools for Blind | 103 | 88 | 11 | 62 | 264 | |
| State Depts. Educ. | 150 | 502 | 22 | 162 | 836 | 1100 |
| Grade XII: | | | | | | |
| Schools for Blind | 617 | 85 | 15 | 572 | 1289 | |
| State Depts. Educ. | 143 | 524 | 23 | 196 | 886 | 2175 |
| Academic Nongraded: | | | | | | |
| Schools for Blind | 173 | 152 | 22 | 25 | 372 | |
| State Depts. Educ. | 152 | 556 | 21 | 635 | 1364 | 1736 |
| Postgraduate: | | | | | | |
| Schools for Blind | 55 | 27 | 11 | 17 | 110 | |
| State Depts. Educ. | 62 | 34 | 13 | 62 | 171 | 281 |
| Vocational: | | | | | | |
| Schools for Blind | 76 | 120 | 3 | 43 | 242 | |
| State Depts. Educ. | 22 | 75 | 5 | 143 | 245 | 487 |
| Adult Trainees: | | | | | | |
| Schools for Blind | 915 | 1108 | 174 | 1486 | 3683 | |
| State Depts. Educ. | 311 | 305 | 59 | 1590 | 2265 | 5948 |
| Other Registrants: | | | | | | |
| Schools for Blind | 732 | 845 | 73 | 2523 | 4173 | |
| State Depts. Educ. | 659 | 1741 | 203 | 8595 | 11198 | 15371 |
| Totals: | | | | | | |
| Schools for Blind | 3467 | 3172 | 455 | 5745 | 12839 | |
| State Depts. Educ. | 3638 | 10789 | 828 | 16219 | 31474 | 44313 |
| | 7105 | 13961 | 1283 | 21964 | 44313 | |
| Schools for Blind | 9156 | 21% | | | | |
| Adult Trainees | 5948 | 13% | | | | |
| State Depts. of Educ. | 29209 | 66% | | | | |

Explanation of Reading Media:

Braille — includes braille readers only.

Large Type — includes large type and regular print readers.

Both — includes braille and large type readers.

Other — includes nonreaders as well as users of regular print and recorded materials.



Financial Reports Section

BALANCE SHEET
JUNE 30, 1984, AND 1983
GENERAL FUND

| | <u>June 30, 1984</u> | <u>June 30, 1983</u> |
|---|----------------------------|----------------------------|
| <u>ASSETS</u> | | |
| CURRENT ASSETS | | |
| Cash | \$ | \$ 315 730 |
| Accounts receivable | 1 113 618 | 898 586 |
| Inventories (Note 1) | | |
| Finished goods | \$3 478 999 | \$3 516 865 |
| Work in process | 938 548 | 943 033 |
| Materials | <u>2 493 466</u> | <u>2 238 568</u> |
| Supplies | 89 799 | 95 372 |
| Prepaid expenses | 31 728 | 14 400 |
| Due from other funds | <u>41 062</u> | <u>34 294</u> |
| Total Current Assets | \$ 8 187 220 | \$ 8 056 848 |
| FIXED ASSETS (Note 1) | | |
| Buildings and improvements | \$5 519 615 | \$5 398 492 |
| Machinery | 2 958 154 | 2 776 541 |
| Office equipment | 1 054 922 | 1 022 574 |
| Total | <u>\$9 532 691</u> | <u>\$9 197 607</u> |
| Less accumulated depreciation | 4 046 213 | 3 615 245 |
| Total | <u>\$5 486 478</u> | <u>\$5 582 362</u> |
| Land | <u>92 433</u> | <u>92 433</u> |
| Book Value of Fixed Assets | <u>5 578 911</u> | <u>5 674 795</u> |
| <u>TOTAL ASSETS - GENERAL FUND</u> | <u>\$13 766 131</u> | <u>\$13 731 643</u> |

| | <u>June 30, 1984</u> | <u>June 30, 1983</u> |
|--|----------------------|----------------------|
| <u>LIABILITIES AND FUND BALANCE</u> | | |
| CURRENT LIABILITIES | | |
| Checks issued in excess of cash | \$ 26 157 | \$ |
| Accounts payable | 513 017 | 524 487 |
| Customer deposits | 38 181 | 45 505 |
| Quota accounts payable | 244 141 | 659 228 |
| Notes payable, current | | 8 644 |
| Accrued payroll | 149 632 | 59 136 |
| Unexpended grant funds | 6 316 | 46 464 |
| Accrued taxes and payroll withholdings | 47 114 | 48 128 |
| Accrued contribution to pension plan (Note 3) | 242 612 | 220 000 |
| Accrued vacation and sick pay | <u>275 872</u> | <u>252 886</u> |
| Total Current Liabilities | \$ 1 543 042 | \$ 1 864 478 |
| LONG-TERM LIABILITIES | | |
| Note payable, Endowment Fund (Note 2) | | <u>524 000</u> |
| <u>TOTAL LIABILITIES</u> | \$ 1 543 042 | \$ 2 388 478 |
| FUND BALANCE (Note 4) | <u>12 223 089</u> | <u>11 343 165</u> |
| <u>TOTAL LIABILITIES AND FUND BALANCE - GENERAL FUND</u> | <u>\$13 766 131</u> | <u>\$13 731 643</u> |

SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

BALANCE SHEET (CONTINUED)

JUNE 30, 1984, AND 1983

SPECIAL FUNDS

| | <u>June 30, 1984</u> | | <u>June 30, 1983</u> | |
|---|----------------------|---------------------|----------------------|---------------------|
| <u>ASSETS</u> | | | | |
| BOARD RESTRICTED | | | | |
| Endowment Fund | | | | |
| Cash | \$ 62 145 | | \$ 28 786 | |
| Marketable securities, at cost (market value \$7 718 190 and \$7 757 179) | 7 613 904 | | 6 500 452 | |
| Prepaid expense | 1 280 | | | |
| Note receivable, General Fund (Note 2) | | \$ 7 677 329 | 524 000 | \$ 7 053 238 |
| DONOR RESTRICTED | | | | |
| Endowment Fund | | | | |
| Marketable securities, at cost (market value \$233 036 and \$219 378) | \$ 229 887 | 229 887 | \$ 183 837 | 183 837 |
| Talking World Book Fund | | | | |
| Cash and cash management funds | \$ 25 334 | 25 334 | \$ 21 939 | 21 939 |
| Newsweek Talking Magazine Fund | | | | |
| Cash | \$ 1 802 | | \$ 3 074 | |
| Prepaid supplies | 16 266 | | 11 753 | |
| Certificates of deposit and cash management funds | 573 249 | | 662 651 | |
| U.S. Government securities (market value \$104 280) | 100 099 | | | |
| Due from other funds | | 691 416 | 14 | 677 492 |
| Fund for Braille and Recorded Editions - Reader's Digest | | | | |
| Cash | \$ 9 327 | | \$ 18 865 | |
| Prepaid expenses | 17 825 | | 15 335 | |
| Certificates of deposit and cash management funds | 864 298 | | 676 286 | |
| Marketable securities, at cost (market value \$24 850 and \$26 711) | 24 515 | 915 965 | 22 384 | 732 870 |
| <u>TOTAL ASSETS - SPECIAL FUNDS</u> | | <u>\$ 9 539 931</u> | | <u>\$ 8 669 376</u> |
| <u>TOTAL ASSETS</u> | | <u>\$23 306 062</u> | | <u>\$22 401 019</u> |

| | <u>June 30, 1984</u> | | <u>June 30 1983</u> | |
|--|----------------------|---------------------|---------------------|---------------------|
| <u>LIABILITIES AND FUND BALANCES</u> | | | | |
| BOARD RESTRICTED | | | | |
| Endowment Fund | | | | |
| Due other funds | \$ 17 558 | | \$ 11 202 | |
| Fund balance (Note 4) | | | | |
| Principal | 5 042 809 | | 4 202 844 | |
| Income | <u>2 616 962</u> | \$ 7 677 329 | <u>2 839 192</u> | \$ 7 053 238 |
| DONOR RESTRICTED | | | | |
| Endowment Fund | | | | |
| Fund balance (Note 4) | <u>\$ 229 887</u> | 229 887 | <u>\$ 183 837</u> | 183 837 |
| Talking World Book Fund | | | | |
| Fund balance (Note 4) | <u>\$ 25 334</u> | 25 334 | <u>\$ 21 939</u> | 21 939 |
| Newsweek Talking Magazine Fund | | | | |
| Accounts payable | \$ 7 010 | | \$ 1 718 | |
| Due other funds | 11 548 | | | |
| Fund balance (Note 4) | <u>672 858</u> | 691 416 | <u>675 774</u> | 677 492 |
| Fund for Braille and Recorded Editions - Reader's Digest | | | | |
| Accounts payable | \$ 38 725 | | \$ 28 456 | |
| Due other funds | 11 956 | | 23 106 | |
| Fund balance (Note 4) | <u>865 284</u> | <u>915 965</u> | <u>681 308</u> | <u>732 870</u> |
| TOTAL LIABILITIES AND FUND BALANCES - SPECIAL FUNDS | | | | |
| | | <u>\$ 9 539 931</u> | | <u>\$ 8 669 376</u> |
| TOTAL LIABILITIES AND FUND BALANCES | | | | |
| | | \$23 306 062 | | \$22 401 019 |

SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

GENERAL FUND
INCOME STATEMENT
FOR THE YEARS ENDED JUNE 30, 1984, AND 1983

| | Year Ended June 30, | |
|---|---------------------|---------------------|
| | 1984 | 1983 |
| TOTAL PRODUCTS DISTRIBUTED | \$12 424 685 | \$11 630 720 |
| COST OF PRODUCTS DISTRIBUTED | | |
| Finished goods inventory, beginning | \$ 3 516 865 | \$ 3 190 010 |
| Cost of goods manufactured | <u>10 057 211</u> | <u>10 171 131</u> |
| Cost of goods available for distribution | \$13 574 076 | \$13 361 141 |
| Finished goods inventory, ending | <u>3 478 999</u> | <u>3 516 865</u> |
| COST OF PRODUCTS DISTRIBUTED | <u>10 095 077</u> | <u>9 844 276</u> |
| GROSS INCOME ON PRODUCTS DISTRIBUTED | \$ 2 329 608 | \$ 1 786 444 |
| OPERATING EXPENSES | | |
| Shipping | \$ 491 542 | \$ 454 846 |
| Circulation | 162 946 | 192 573 |
| Research and development | 69 188 | 52 979 |
| Administrative and office | <u>1 850 762</u> | <u>1 890 727</u> |
| TOTAL OPERATING EXPENSES | <u>2 574 438</u> | <u>2 591 125</u> |
| OPERATING LOSS | \$ (244 830) | \$ (804 681) |
| OTHER INCOME | | |
| Cash discounts | \$ 28 213 | \$ 33 138 |
| Sales of scrap | 41 998 | 75 821 |
| Miscellaneous income | 16 982 | 40 936 |
| Interest income | <u>10 784</u> | <u>7 854</u> |
| TOTAL OTHER INCOME | <u>97 977</u> | <u>157 749</u> |
| NET LOSS TO FUND BALANCE | <u>\$ (146 853)</u> | <u>\$ (646 932)</u> |

GENERAL FUND
STATEMENT OF CHANGES IN FUND BALANCE
FOR THE YEARS ENDED JUNE 30, 1984, AND 1983

| | Year Ended June 30, 1984 | 1983 |
|--|-----------------------------|---------------------|
| BALANCE, BEGINNING | \$11 343 165 | \$11 458 104 |
| NET LOSS FOR THE YEAR | (146 853) | (646 932) |
| TRANSFERS FROM OTHER FUNDS | | |
| Fund for Braille and Recorded Editions - Reader's Digest for acquisition of: | | |
| Equipment | 206 799 | 299 753 |
| Building | 119 220 | 106 808 |
| Endowment Fund: | | |
| For acquisition of equipment | 758 | 123 713 |
| For working capital | 700 000 | |
| CAPITAL CONTRIBUTION FROM ANDREWS FOUNDATION | | 1 719 |
| BALANCE, ENDING | <u>\$12 223 089</u> | <u>\$11 343 165</u> |

SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

SPECIAL FUNDS

STATEMENT OF REVENUE, EXPENDITURES, TRANSFERS, AND FUND BALANCES

FOR THE YEAR ENDED JUNE 30, 1984

| | Total Special Funds | Board Endowment Fund Principal | Income |
|---------------------------------------|---------------------------|-----------------------------------|--------------------|
| REVENUE | | | |
| Contributions | \$1 495 731 | \$ 148 711 | \$ |
| Bequests | 444 045 | 156 475 | |
| Interest and dividends | 678 475 | | 557 029 |
| Gain on sales of securities | 602 924 | 554 743 | |
| TOTAL REVENUE | <u>\$3 221 175</u> | <u>\$ 859 929</u> | <u>\$ 557 029</u> |
| EXPENDITURES | | | |
| Fund raising expenses | | | |
| Postage | \$ 156 108 | | \$ 9 682 |
| Stationery | 84 678 | | 2 668 |
| Lists | 52 437 | | 8 233 |
| Labor | 35 687 | | |
| Outside machine utilization | 150 682 | | 49 786 |
| Equipment rental and supplies | 6 367 | | |
| Miscellaneous supplies and expense | 754 | | 114 |
| Professional fees | 5 299 | | 1 353 |
| Outside clerical services | 3 335 | | 308 |
| Total Fund Raising Expenses | \$ 495 347 | \$ | \$ 72 144 |
| Administrative expenses | 19 964 | 19 964 | |
| Public education expenses | 28 173 | | 6 357 |
| Cost of Reader's Digests distributed | 375 591 | | |
| Cost of Newsweek editions distributed | 427 083 | | |
| TOTAL EXPENDITURES | <u>\$1 346 158</u> | <u>\$ 19 964</u> | <u>\$ 78 501</u> |
| EXCESS REVENUE (EXPENDITURES) | \$1 875 017 | \$ 839 965 | \$ 478 528 |
| FUND BALANCES, JUNE 30, 1983 (Note 4) | 8 604 894 | 4 202 844 | 2 839 192 |
| TRANSFERS | | | |
| General Fund - equipment | (207 557) | | (758) |
| - building | (119 220) | | |
| - working capital | (700 000) | | (700 000) |
| FUND BALANCES, JUNE 30, 1984 (Note 4) | <u>\$9 453 134</u> | <u>\$5 042 809</u> | <u>\$2 616 962</u> |

| Donor Endowment Fund | Talking World Book Fund | Newsweek Talking Magazine Fund | Fund for Braille and Recorded Editions | | | |
|----------------------------|-------------------------------|---|--|------------------|-------------------|-----------------|
| | | | Reader's Digest | | | Endowment |
| | | | Total | Editions | Extensions | |
| \$ | \$ 1 560 | \$483 606 | \$ 861 854 | \$285 518 | \$ 576 336 | \$ |
| | | 1 200 | 286 370 | | 286 370 | |
| | 2 025 | 52 605 | 66 816 | | 66 816 | |
| 46 050 | | | 2 131 | | | 2 131 |
| <u>\$ 46 050</u> | <u>\$ 3 585</u> | <u>\$537 411</u> | <u>\$1 217 171</u> | <u>\$285 518</u> | <u>\$ 929 522</u> | <u>\$ 2 131</u> |
| | \$ 190 | \$ 51 892 | \$ 94 344 | | \$ 94 344 | |
| | | 32 120 | 49 890 | | 49 890 | |
| | | 942 | 43 262 | | 43 262 | |
| | | 22 241 | 13 446 | | 13 446 | |
| | | 400 | 100 496 | | 100 496 | |
| | | 1 573 | 4 794 | | 4 794 | |
| | | 611 | 29 | | 29 | |
| | | 1 953 | 1 993 | | 1 993 | |
| | | | 3 027 | | 3 027 | |
| | <u>\$ 190</u> | <u>\$111 732</u> | <u>\$ 311 281</u> | <u>\$</u> | <u>\$ 311 281</u> | |
| | | 1 512 | 20 304 | | 20 304 | |
| | | | 375 591 | 375 591 | | |
| | | <u>427 083</u> | | | | |
| | <u>\$ 190</u> | <u>\$540 327</u> | <u>\$ 707 176</u> | <u>\$375 591</u> | <u>\$ 331 585</u> | |
| \$ 46 050 | \$ 3 395 | \$ (2 916) | \$ 509 995 | \$(90 073) | \$ 597 937 | \$ 2 131 |
| 183 837 | 21 939 | 675 774 | 681 308 | 339 591 | 319 333 | 22 384 |
| | | | (206 799) | | (206 799) | |
| | | | (119 220) | | (119 220) | |
| <u>\$229 887</u> | <u>\$ 25 334</u> | <u>\$672 858</u> | <u>\$ 865 284</u> | <u>\$249 518</u> | <u>\$ 591 251</u> | <u>\$24 515</u> |

SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

STATEMENT OF CHANGES IN FINANCIAL POSITION
FOR THE YEARS ENDED JUNE 30, 1984, AND 1983

| | Year Ended June 30, 1984 | | |
|--|--------------------------|------------------|--------------|
| | General Funds | Special Funds | Total |
| WORKING CAPITAL PROVIDED | | | |
| Operations | | | |
| Net loss for year | \$(146 853) | | \$ (146 853) |
| Add depreciation not requiring use of funds | 436 400 | | 436 400 |
| Total working capital provided from operations | \$ 289 547 | \$ | \$ 289 547 |
| Excess of revenue over expenditures | | 1 875 016 | 1 875 016 |
| Transfer from Fund for Braille and Recorded Editions - Reader's Digest for acquisition of equipment and improvements | 326 019 | (326 019) | |
| Transfer from Endowment Fund for working capital | 700 000 | (700 000) | |
| Transfer from Endowment Fund for acquisition of equipment | 758 | (758) | |
| Capital contribution from Andrews Foundation | | | |
| Proceeds from note payable, Endowment Fund | | | |
| Forgiveness of note, Endowment Fund | (524 000) | 524 000 | |
| TOTAL WORKING CAPITAL PROVIDED | \$ 792 324 | \$1 372 239 | \$2 164 563 |
| WORKING CAPITAL APPLIED | | | |
| Operations | | | |
| Net loss for year | | | |
| Less depreciation not requiring use of funds | | | |
| Total working capital applied to operations | | | |
| Purchase of machinery, net | \$ 182 961 | | \$ 182 961 |
| Purchase of office equipment, net | 36 432 | | 36 432 |
| Addition to plant | 121 123 | | 121 123 |
| Total assets acquired, net | \$ 340 516 | | \$ 340 516 |
| Current maturities of installment note payable | | | |
| TOTAL WORKING CAPITAL APPLIED | \$ 340 516 | | \$ 340 516 |
| INCREASE IN WORKING CAPITAL | \$ 451 808 | \$1 372 239 | \$1 824 047 |

Year Ended June 30, 1983

| <u>General Funds</u> | <u>Special Funds</u> | <u>Total</u> |
|--------------------------|--------------------------|--------------------|
| \$ | \$ | \$ |
| | 1 504 698 | 1 504 698 |
| 406 561 | (406 561) | |
| 123 713 | (123 713) | |
| 1 719 | | 1 719 |
| 524 000 | (524 000) | |
| <u>\$1 055 993</u> | <u>\$ 450 424</u> | <u>\$1 506 417</u> |
| \$ 646 932 | | \$ 646 932 |
| 400 844 | | 400 844 |
| <u>\$ 246 088</u> | | <u>\$ 246 088</u> |
| \$ 194 596 | | \$ 194 596 |
| 221 420 | | 221 420 |
| 108 527 | | 108 527 |
| <u>\$ 524 543</u> | | <u>\$ 524 543</u> |
| <u>\$ 8 644</u> | | <u>\$ 8 644</u> |
| <u>\$ 779 275</u> | | <u>\$ 779 275</u> |
| <u>\$ 276 718</u> | <u>\$ 450 424</u> | <u>\$ 727 142</u> |

SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

SCHEDULE OF CHANGES IN WORKING CAPITAL

JUNE 30, 1984, AND 1983

| | General Fund | | Special Fund | |
|--|---------------------|-------------|---------------------|-----------|
| | Year Ended June 30, | | Year Ended June 30, | |
| | 1984 | 1983 | 1984 | 1983 |
| INCREASE (DECREASE) IN CURRENT ASSETS | | | | |
| Cash | \$ (315 730) | \$ 87 620 | \$ 25 944 | \$ 64 529 |
| Accounts receivable | 215 032 | 232 296 | | |
| Inventories | 212 547 | (5 012) | | |
| Investments | | | 1 360 342 | 351 986 |
| Other | 18 523 | 29 784 | 8 269 | (60 892) |
| NET INCREASE IN CURRENT ASSETS | \$ 130 372 | \$344 688 | \$1 394 555 | \$355 623 |
| (INCREASE) DECREASE IN CURRENT LIABILITIES | | | | |
| Checks issued in excess of cash | \$ (26 157) | \$ | \$ | \$ |
| Accounts payable | 11 470 | (78 748) | (15 561) | 56 878 |
| Deficit in agency cash | | | | 16 143 |
| Customer deposits | 7 324 | 28 229 | | |
| Quota accounts payable | 415 087 | (46 254) | | |
| Notes payable | 8 644 | 17 116 | | |
| Accrued payroll | (90 496) | (12 826) | | |
| Unexpended grant funds | 40 148 | 7 310 | | |
| Accrued taxes and payroll withholdings | 1 014 | 1 437 | | |
| Accrued contribution to pension plan | (22 612) | 29 478 | | |
| Accrued vacation pay and sick pay | (22 986) | (13 712) | | |
| Due other funds | | | (6 755) | 21 780 |
| NET (INCREASE) DECREASE IN CURRENT LIABILITIES | \$ 321 436 | \$ (67 970) | \$ (22 316) | \$ 94 801 |
| INCREASE IN WORKING CAPITAL | \$ 451 808 | \$276 718 | \$1 372 239 | \$450 424 |

NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- (a) Inventories are stated at the lower of cost or market on the first-in, first-out identification method.
- (b) Fixed assets are stated at their estimated value at June 30, 1941, and at cost for additions since that time. Depreciation, computed on the straight-line basis over reasonable useful lives of the various classes of assets, amounted to \$436 400 and \$400 844 for this and the prior fiscal year.
- (c) The company is a tax exempt nonprofit corporation under Section 501(c)(3) of the Internal Revenue Code.

NOTE 2. INTERFUND NOTE

During fiscal year 1983, the General Fund borrowed \$524 000 from the Endowment Fund. The demand note was non-interest bearing and was classified as a long-term liability on the balance sheet of the General Fund because of the interfund relationship.

During fiscal year 1984, the Board authorized a transfer from the Endowment Fund to the General Fund of \$700 000, \$524 000 of which was in the form of forgiveness of the interfund note.

NOTE 3. ACCRUED CONTRIBUTION TO PENSION PLAN

The company has in effect, for eligible personnel, a noncontributory pension plan.

The accrued contribution to the pension plan represents an estimate of the amount of the current contribution due to the pension trust, final determination of which was not made as of the writing of this report.

Effective July 1, 1976, the plan was amended to comply with the Employee Retirement Income Security Act, to eliminate the contributions on the part of the employees and to change the benefit formula. The Board of Directors has chosen to fund the past service cost over a 30-year period.

During the fiscal year ended June 30, 1983, the actuarial cost method used in valuation of the plan was changed to the service prorated credit unit funding method. The method used in the prior year was the frozen initial liability method, a variant of the entry age normal method. Also, the method of valuing assets of the fund was changed to the five-year average value method from the mean of cost and market values. The changes were made to produce a pattern of funding of the plan more consistent with managements' objectives of contributions as a constant percentage of payroll and to minimize the effect of market valuation of plan assets.

The two changes had the effect of lowering the contributions to the plan in fiscal year ended June 30, 1983, by \$64 196 and \$17 235, respectively. Additionally, the change in cost method reduced the unfunded frozen actuarial liability by \$169 017.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

NOTE 3. ACCRUED CONTRIBUTION TO PENSION PLAN (CONTINUED)

In the opinion of the actuary, the assumptions used are in the aggregate reasonably related to the experience of the plan and to reasonable expectations.

Pertinent data on the plan is presented below:

| | July 1, 1983 | 1982 |
|---|-----------------|-------------|
| Unfunded frozen actuarial liability | \$ 364 872 | \$ 440 074 |
| Actuarial present value of accumulated plan benefits | | |
| Vested | \$2 788 724 | \$2 505 004 |
| Nonvested | 179 259 | 153 768 |
| Total | \$2 967 983 | \$2 658 772 |
| Net assets available for plan benefits (at five-year average value) | \$4 016 289 | \$3 453 393 |

All benefit information is based on the plan year beginning dates of July 1, 1983, and 1982, respectively. The assumed rate of return in determining the actuarial values of vested and nonvested accumulated benefits was 7% compounded annually.

| | Year Ended June 30, 1984 | 1983 |
|------------------------|-----------------------------|-----------|
| Plan cost for the year | \$221 630 | \$207 408 |

NOTE 4. FUND BALANCES

The funds are all administered by the Board of Trustees and are composed and restricted as follows:

(a) General Fund

This fund is composed of a contribution of \$25 000 by the State of Kentucky, contributions and transfers from other funds, and the accumulated income from the activities of the general fund.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

NOTE 4. FUND BALANCES (CONTINUED)

(b) Endowment Fund - Board Restricted

The principal portion of the fund is composed of undesignated gifts placed in this fund by the Board of Trustees adjusted for gains and losses on the sale of securities and investment fees. The income portion of the fund is composed of income received from investment of monies retained in the fund, reduced by fund raising expenses and by Board allocations to the General Fund. Both elements of the fund are to be used as a continuing endowment or expended otherwise at the discretion of the Board.

(c) Endowment Fund - Donor Restricted

This fund consists of those gifts and bequests restricted to permanent endowment by donors adjusted for gains and losses on sale of securities. The income from investments is transferred to the income portion of the Board Restricted Endowment Fund.

(d) Talking World Book Fund

This fund is composed of contributions restricted by donors and of income received from investment of monies retained in the fund and is to be used solely for providing recorded World Book Encyclopedias to the blind.

(e) Newsweek Talking Magazine Fund

This fund is composed of contributions and bequests restricted by donors and of income received from investment of monies retained in the fund, net of fund raising expenses, and is to be used solely for providing copies of Newsweek talking magazines to the blind.

(f) Fund for Braille and Recorded Editions - Reader's Digest

This fund is composed of contributions and bequests restricted by donors and of income received from investment of monies retained in the fund, net of fund raising expenses, and is to be used for furnishing copies of the Reader's Digest, in braille and recorded editions, or for increasing production facilities and services for the blind. The fund is dedicated to editions, facility extensions, or endowment, dependent upon the designation of the donor. All undesignated contributions and fund raising expenses are allocated to extensions.



COTTON AND ALLEN
Certified Public Accountants

100 East Liberty Street,
Louisville, Kentucky 40202

September 25, 1984

Board of Trustees
American Printing House for the Blind, Inc.
Louisville, Kentucky

We have examined the balance sheet of the American Printing House for the Blind, Inc., as of June 30, 1984, and 1983, and the related statements of income and changes in fund balance of the General Fund, and revenue, expenditures, transfers, and fund balances of the Special Funds, and changes in financial position for the fiscal years then ended. Our examinations were made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying statements present fairly the financial position of the American Printing House for the Blind, Inc., as of June 30, 1984, and 1983, and the results of its operations and changes in financial position for the fiscal years then ended, in conformity with generally accepted accounting principles applied on a consistent basis, except for the changes in the year ended June 30, 1983, with which we concur, in the actuarial cost method used in valuation of the pension plan and the method of valuing the assets of the pension plan as described in Note 3 of Notes to Financial Statements.

Certified Public Accountants

**GENERAL FUND
SALES DISTRIBUTION
STATEMENT FOR
THE YEARS ENDED
June 30, 1984, and 1983**

| | Year Ended June 30, | | |
|--|---------------------|---------------------|---------------------|
| | <u>1984</u> | | <u>1983</u> |
| Products Distributed | | | |
| Braille | | | |
| Books and Pamphlets..... | \$1,923,138 | | \$1,558,915 |
| <i>Reader's Digest</i> | 109,501 | | 141,830 |
| Magazines | 391,225 | | 414,743 |
| Music | 6,178 | \$ 2,430,042 | 23,225 |
| | | | \$ 2,138,713 |
| Talking Books | | | |
| Publications | \$ 816,908 | | \$ 710,552 |
| <i>Reader's Digest</i> | 282,279 | | 264,893 |
| <i>Newsweek</i> | 434,200 | | 399,815 |
| Magazines | 119,670 | | 357,283 |
| Tape Program..... | 1,895,955 | \$ 3,549,012 | 1,614,966 |
| | | | \$ 3,347,509 |
| Large Type Books..... | | \$ 1,719,125 | \$ 1,592,604 |
| Other | | | |
| Print Books..... | \$ 86,661 | | \$ 114,879 |
| Slates | 72,130 | | 104,757 |
| Maps and Globes..... | 68,236 | | 56,465 |
| Educational Aids..... | 1,593,572 | | 1,623,656 |
| Braillewriters | 337,380 | | 372,140 |
| Reproducers & Recorders..... | 1,307,065 | | 1,235,134 |
| Containers | 637,866 | | 449,245 |
| Miscellaneous | 623,596 | \$ 4,726,506 | 595,618 |
| | | | \$ 4,551,894 |
| Total Products Distributed..... | | <u>\$12,424,685</u> | <u>\$11,630,720</u> |

DISBURSEMENTS
U. S. GOVERNMENT
ACCOUNT
July 1, 1983 - June 30, 1984

| | | |
|--|----------------|------------------------------|
| Unexpended FY '83 Funds 7/01/83..... | | \$1,419,054.25 |
| Plus: FY '84 Allocation: | | |
| Educational Materials..... | \$4,670,000.00 | |
| Advisory Services..... | 90,000.00 | |
| Educational Research..... | 250,000.00 | 5,010,000.00 |
| | | <u>\$6,429,054.25</u> |
| Less: Unexpended Funds 6/30/84: | | |
| Educational Materials..... | \$1,215,735.35 | |
| Advisory Services..... | 16,117.25 | |
| Educational Research..... | 67,573.45 | 1,299,426.05 |
| Total Expended Funds 7/01/83 - 6/30/84.. | | <u><u>\$5,129,628.20</u></u> |
| Expenditures 7/01/83 - 6/30/84: | | |
| Manufacturing: | | |
| Labor & Benefits..... | \$2,572,701.62 | |
| Stereograph Metal..... | 98.63 | |
| Vacuum-Form Materials..... | 183,661.00 | |
| Large-Type Materials..... | 82,324.25 | |
| Printing & Binding Materials..... | 402,062.84 | |
| Printing & Binding Supplies..... | 23,584.39 | |
| Educational Aids and Materials..... | 1,391,885.03 | |
| Miscellaneous | 76,323.44 | \$4,732,641.20 |
| Advisory Services: | | |
| Salaries | \$ 50,419.34 | |
| Committee Travel & Related Expenses..... | 10,985.12 | |
| Staff Travel & Related Expenses..... | 14,223.84 | |
| Miscellaneous | 35,632.54 | 111,260.84 |
| Educational Research: | | |
| Salaries | \$ 217,239.89 | |
| Staff and Consultant Travel..... | 53,772.43 | |
| Experimental Expenses..... | 14,713.84 | 285,726.16 |
| Total Expenditures 7/01/83 - 6/30/84..... | | <u><u>\$5,129,628.20</u></u> |

**American Printing House
for the Blind, Inc.**
1839 Frankfort Avenue
P.O. Box 6085
Louisville, Kentucky 40206
502/895-2405



**An Affirmative Action/
Equal Opportunity Employer**